

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 USIA-15 CIAE-00 INR-07

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FM AMEMBASSY DAMASCUS

TO SECSTATE WASHDC 3080

INFO USDOC WASHDC

AMEMBASSY ABU DHABI

AMMBASSY ALGIERS 259

AMEMBASSY AMMAN

USINT BAGHDAD

AMCONSUL CASABLANCA

AMEMBASSY CAIRO

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY RABAT

AMEMBASSY SANA

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

AMEMBASSY ATHENS

UNCLAS DAMASCUS 3048

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: BEXP SY

SUBJ: FY-79 BIC/CAGNE TRADE PROMOTION EVENT SCHEDULE

REF: (A) STATE 081091, (B) DAMASCUS A-1, 1/4/77, (C)

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DAMASCUS 0892, (D) DAMASCUS 2790

1. FOLLOWING ARE RECOMMENDED TRADE PROMOTION EVENTS FOR SYRIA IN FY79, EMBASSY ASSUMES US WILL BE PARTICIPATING AS USUAL IN A US PAVILION IN THE 1978 DAMASCUS INTERNATIONAL FAIR AND THAT USDOC, STATE, AND USIA WILL CONTINUE TO SUPPORT THIS EFFORT WITH ALL AVAILABLE MEANS.

WE ALSO ASSUME DAMASCUS WILL HOST NORMAL SHARE OF STATE IOGA MISSIONS IN FY78. ALL EVENTS LISTED BELOW ARE TRADE MISSIONS, A TRIED AND POPULAR TRADE VEHICLE IN SYRIA. PROCESS CONTROLS AND EDP TECHNICAL SEMINARS ARE SCHEDULED TO VISIT SYRIA IN FALL 1977. THESE ARE THE FIRST SUCH GROUPS TO VISIT SYRIA, AT LEAST SINCE THE BREAK IN DIPLOMATIC RELATIONS IN 1967. WE WANT TO SEE IF THE SYRIANS TAKE TO THESE INDUSTRIAL TECHNICAL SEMINARS BEFORE RECOMMENDING OTHERS TO VISIT SYRIA.

2. IRRIGATION TECHNOLOGY, LAND RECLAMATION AND DEVELOPMENT, AND FOOD PROCESSING. MARKET INFORMATION AND BACKGROUND IN REF (B). THIS THEME RESPONDS NICELY TO SYRIAN EMPHASIS ON AGRICULTURAL DEVELOPMENT IN CURRENT FIVE-YEAR PLAN, USAID LOANS TO SYRIA FOR THE PURCHASE OF EQUIPMENT, AND CURRENT SYRIAN GOVERNMENT INTEREST IN ATTRACTING PRIVATE FOREIGN TECHNOLOGY AND CAPITAL ON JOINT/VENTURE BASIS FOR DEVELOPMENT OF EUPHRATES BASIN, INCLUDING FOOD PROCESSING. WE NOTE THAT KUWAIT, CASABLANCA, AND CAIRO HAVE ALSO INDICATED INTEREST IN FOOD-PROCESSING MISSION.

3. MINING EQUIPMENT AND SERVICES. WE ASKED FOR A MISSION OF THIS SORT IN OUR FY 78 TRADE PROMOTION EVENT SCHEDULE SUGGESTIONS (76 DAMASCUS 4756); THE REASONS WE CITED AT THAT TIME ARE STILL VALID. OUR INTEREST IN PROMOTING A MINING TRADE MISSION HAS BEEN REKINDLED BY THE RECENT VISIT TO SYRIA OF THE US PETROCHEMICAL TRADE MISSION. MINISTRY OF PETROLEUM AND MINERAL RESOURCES OFFICIALS TOLD MISSION MEMBERS THEY WOULD LIKE US HELP
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IN THE MINING/MINERALS SECTOR. IN ADDITION TO PETROLEUM AND PHOSPHATES, SYRIA EXTRACTS ONLY SMALL AMOUNTS OF SALT, GYPSUM, NATURAL ASPHALT, AND STONE. THE SYRIANS CANDIDLY HAVE TOLD US THEY REALLY DON'T KNOW WHAT IS UNDER THEIR GROUND; THE LAST COMPREHENSIVE MINERALS SURVEY OF THE COUNTRY WAS DONE BY THE RUSSIANS IN 1960 BUT SYRIAN GOVT DISSATISFIED WITH QUALITY OF WORK DONE (FRENCH AND UK TEAMS HAVE DONE SPOT SURVEYS SINCE THEN). THE SYRIANS ARE MOST INTERESTED IN OBTAINING A COMPLETE MINERALS SURVEY OF THE COUNTRY, USING ERTS AND OTHER SOPHISTICATED METHODS. A MINING EQUIPMENT AND SERVICES MISSION, COUPLED WITH US INTEREST IN EXECUTING SUCH A SURVEY, COULD BE VERY REWARDING.

4. ELECTRONIC DATA PROCESSING AND PROCESS CONTROLS EQUIPMENT. MARKET INFORMATION GIVEN IN REFS (C) AND (D), AND ADDITIONAL BACKGROUND ON EDP IN REF (B). WITH TECHNICAL SEMINARS IN THESE TWO SECTORS SCHEDULED TO VISIT SYRIA IN THE FALL OF 1977, WE THINK INDUSTRIAL TRADE MISSIONS SHOULD FOLLOW UP IN FY78.

5. DATES FOR ALL THESE PROPOSED EVENTS FLEXIBLE, BUT MISSIONS SHOULD AVOID SUMMER MONTHS TAKEN UP BY RAMADAN AND THE DAMASCUS INTERNATIONAL FAIR. HOTEL RESERVATIONS TIGHT AND SHOULD BE MADE WELL IN ADVAINCE; FORTUNATELY, CONSTRUCTION OF DAMASCUS SHERATON IS BACK ON THE TRACK AFTER LONG DELAYS AND IS NOW SCHEDULED FOR OPENING IN SPRING 1978. MISSION BROCHURES SHOULD BE IN ARABIC AND ENGLISH. ADVANCE MEN OUGHT TO ARRIVE NO LATER THAN FOUR WEEKS BEFORE MISSION ITSELF. MISSIONS SHOULD PLAN MINIMUM OF FOUR WORKING DAYS IN SYRIA, AND MORE IF VISITS OUTSIDE EAMASCUS ARE SCHEDULED.
MURPHY

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